

**Table 3**  
**Koplan, Miller Tariff-Rate Quota Remedy Proposal**  
**Pro-forma Exercise for 2000, Low Growth Scenario**  
**Results of Operations of U.S. Producers of Carbon and Alloy**  
**Steel Welded Tubular Products, other than OCTG**  
Using base data from Prehearing Report Table TUBULAR-23 and  
COMPAS results for average of all 8 Scenarios  
Assuming that the cost of hot-rolled steel increases 10%\*

	<b>2000 Actual</b>	<b>201 Remedy Scenario</b>	<b>Net Change</b>	Input Data	
	Value (1,000 dollars)			1+ %change in Revenue:	0.9562
Net Commercial Sales	2,593,262	2,479,677	-4.4%	1+ %change in Output:	0.9672
Cost of Goods Sold	2,239,902	2,358,956	5.3%		
Gross Profit	353,360	120,721	-65.8%		
Selling, general and administrative expenses	226,208	226,208	0.0%		
Operating Income	127,152	-105,487	-183.0%		
Interest Expense	43,054	43,054	0.0%		
Other expense, net	1,024	1,024	0.0%		
Other income items	--	--			
Net income before income taxes	83,074	-149,565	-280.0%		
Depreciation and amortization	83,502	83,502	0.0%		
Cash Flow	166,576	-66,063	-139.7%		
	Ratio to net sales (percent)				
Cost of Goods Sold	86.4%	95.1%	10.1%		
Gross Profit	13.6%	4.9%	-64.3%		
Selling, general and administrative expenses	8.7%	9.1%	4.6%		
Operating Income	4.9%	-4.3%	-186.8%		
Net income before income taxes	3.2%	-6.0%	-288.3%		

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\*Assumes that increased cost of steel affects price of all non-wage components of the costs of goods sold:

wages paid	249,386	241,206
COGS - wages paid	1,990,516	2,117,750
total COGS	2,239,902	2,358,956

Source: Author's calculations.